

Excavations for the new electric power station on the Bennings Road, which will have the effect of enhancing values in Northeast Washington.

Men Who Have Been Prominent in Developing the Suburbs

(Continued from Tenth Page)

tire line, and quite a number of sales have been made recently, showing that the people of Washington and vicinity are aware of the fact that the increase in the value of real estate will occur long before cars are in operation.

In the opinion of this firm, the various sizes, prices and character of the properties offered along this line make it possible to suit all classes and pocket-books. Messrs. Duckett & Son are large holders of real estate along the line of the new road and they have been indefatigable in their efforts to further the interests of all who are vitally affected by its construction. The firm will continue to be a potent factor in the development of suburban Washington in this direction.



J. L. WILLIGE.

Mr. J. L. Willige is president of the real estate corporation of Willige, Gibbs & Daniel, one of the most progressive concerns in the city. They have been identified with the development of a number of the most attractive suburban sections in Washington.

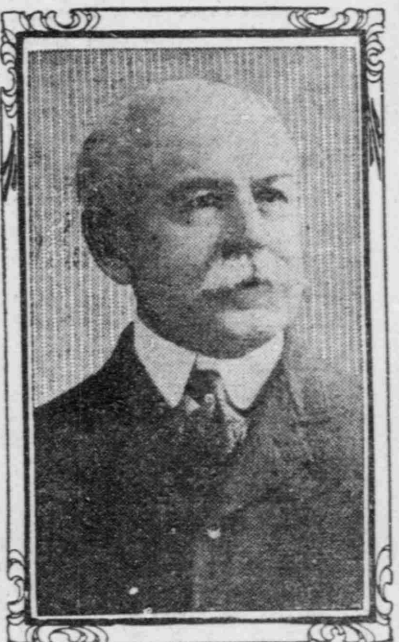
The business of Willige, Gibbs & Daniel is largely confined to city real estate, but they have not ignored the suburban field. They control a considerable amount of property in all sections of the city.

Mr. Willige is a firm believer in the continued growth of Washington, especially from the suburban standpoint. His company is interested in a

number of improvements being made in the northwest section of the city and District.

John H. Soule, president of the Soule Company, has been identified with Washington business interests for the past thirty years, and, although he has been engaged in the real estate business for only a little over three years, the Soule Company has, in that short time, achieved a prominence that shows wonderful push and energy on the part of its manager.

There are few, if any, real estate



JOHN H. SOULE.

agents in the country having as large a list of country properties. The Soule Company is offering the finest estates to be found within a radius of fifty miles of Washington, and many of the noted Colonial homes are in their hands. At present this firm is making a special feature of the beautiful suburb of Berwyn, where an office is maintained.

The real estate business in Washington offers many inducements to wide awake young men who are willing to work and anxious to achieve. Charles D. Fowler furnishes a good example of the possibilities in this field. He entered the real estate business in this city less than a year ago. He devoted his attention to suburban property, and has in a remarkably short time built up an excellent business.

Mr. Fowler has placed several sub-

divisions upon the market, among these being Maryland Park, in the northeastern section. He was so successful in this direction that he determined to continue his operations in the same vicinity. He is therefore opening up today an addition to Maryland Park.

Mr. Fowler's business has grown to such an extent that he now requires



CHARLES D. FOWLER.

quite a number of assistants in his office, his right hand man being Howard E. Allison.

Closely allied to suburban development is the marketing for farm properties lying within a radius of a few miles of the District of Columbia in Maryland and Virginia. Among the energetic real estate men of Washington who give particular attention to this branch of the business is Roland C. Booth, head of Booth's Farm Agency.

As the suburban sections expand and become more populous, farm lands lying in the vicinity of the Capital will gradually take on the aspect of available subdivisions. For this reason, aside from the intrinsic value of Maryland and Virginia farm lands, the purchase of such properties in the territory immediately surrounding Washington should prove profitable investments in the very near future. Working on this basis Mr. Booth has been very successful in conducting his farm agency.

Mr. N. L. Sansbury has placed upon the market several very desirable sub-



N. L. SANSBURY.

urban sections recently. He is well-known as an active agent in this line of real estate, and his success has been very gratifying. At the present time he is giving especial attention to the Kensington section.

He has a large office force which is required to handle the great volume of business passing through his hands.

Among the best and most widely known of the business corporations of this city is that of Moore & Hill, Incorporated. Its history is coincident with the history of latter day real estate operations and development in the Capital City.

In the development of practically every new section of the city this company has had an important part, notably in Bloomingdale, Washington Heights, Columbia Heights, and Cleveland Park.

The corporation has always pursued its policy of developing suburban property along the most progressive lines, and as a consequence it has been a great factor in bringing before the people of the Capital the many advantages that are to be found in suburban investment. Many of the most desirable suburban properties have received their greatest impetus through the services of this corporation.

Moore & Hill have kept in mind the future welfare of the District as well as their personal advancement, and as a result much is due them for the present flourishing conditions in some of the most attractive suburban sections of Washington.

No real estate corporation is more widely known in Washington and the surrounding territory than that of Thomas J. Fisher & Co. This corporation has for years been a leading factor in the development of some of Washington's most important and exclusive suburbs. Among these is Chevy Chase, a settlement lying just beyond the District line to the northwest. It is recognized as an ideal suburban section.

The corporation of Thomas J. Fisher

& Co. has been so intimately connected with the growth and upbuilding of this fashionable suburb that the two are always associated with each other in the popular mind.

In opening a subdivision it has always been the policy of this corporation to carry on its improvements on a most extensive and elaborate scale. As a consequence such sections as Chevy Chase, Fernwood Heights, and Oak View bear a close resemblance to city

property from the time they are opened for public sale. Granolithic walks, paved streets, sewerage, water and other conveniences are to be found, while close attention is given to such vital points as police protection and car service.

The care with which the plans for improvement of suburban property are carried out is largely responsible for the truly enviable position which Thomas J. Fisher & Co. has achieved in suburban real estate circles of the Capital City.

Bargains in Country Property

The following places are undoubtedly the cheapest homes on the market today. We have selected them from a very large list of country property and unhesitatingly offer them as genuine bargains. We have no better values, size, location, and improvements considered, and are certain the same kind of places could not be bought for anything like the same money elsewhere.

6-room dwelling, in good condition, large lot, town water, good neighborhood, Hyattsville, Md. \$2,000; terms reasonable.

Pretty 5-room cottage right at the Pennsylvania R. R. Station, 12 miles from town, all nicely fenced, very large lot, convenient outbuildings, good neighborhood, healthy, etc. \$1,000; \$100 down, balance monthly.

6-room dwelling on lot in Branchville, Md., between steam and electric cars, 100 yards to each, in fair condition, building could not be duplicated for less than \$1,200. Will take \$1,000, on monthly terms.

3 acres, 2 miles from steam road, 2 1/2 from electric cars, pretty 3-room cottage, large stable and carriage shed, fruit and flowers, very attractive place, 9 miles from the city. \$1,500; terms, \$100 down, balance monthly.

27 acres good land with a fair 4-room house, very close to new Baltimore and Annapolis electric line, 7 miles from city. \$1,500.

120 acres, 1 mile from Pope's Creek branch of the Pennsylvania R. R.; a splendid farming section, best soil, 60 acres cleared, balance in more than enough timber to pay for the place, good 5-room dwelling and barn, running water, etc. Will sell for \$2,500 on reasonable terms.

12 acres of fine land in the best section of Montgomery county, with running water in rear, fine apple orchard, strawberries, beautiful shade, lawns, and shrubbery, substantial and attractive 7-room dwelling in very good condition, large stable, cornhouse, chicken houses, etc., 5 miles from electric road, 9 miles from the city. \$2,000.

21 acres, 14 cleared, good truck soil, lots of fruit, good water, beautiful location, good 6-room dwelling, stable, barn, wagon shed, chicken house, and other outbuildings, one-half mile from Pennsylvania road, 7 miles from city. A fine country home and a cheap truck farm. \$2,700; reasonable terms.

We can sell you acre lots and smaller near Riverdale from \$300 to \$600, closer to town at proportionate prices, on monthly payments.

Our bulletin of suburban property will be mailed upon request.

Marion Duckett & Son

635 F Street Northwest

Mackall-Laughlin Co

Ingleside, Virginia.

City Offices: 1405 F Street and 734 Fifteenth Street

INGLESIDE

Handsome Subdivision on the Great Falls and Old Dominion Railroad.

Lots 100x150. Prices \$150 to \$350 per lot. To see this property and meet the neighbors is to buy.

Adjoining.

We have acreage property from \$200 to \$400 per acre, highly improved land surrounded by fine residences, five minutes' walk from the electric station.

We control as exclusive agents a large proportion of the lands, both improved and unimproved, adjacent to G. F. & O. D. R. R.

Mackall-Laughlin Company

Real Estate Brokers

If you are anxious to get away from the noise and turmoil of the city; if you would like to have all the pleasures and comforts of a genuine home; if you do not wish to invest all your capital in a lot and have nothing left with which to erect a commodious home, then it would be worth your while to investigate property which I have to offer at

WOODRIDGE

Woodridge has practically all the advantages of the city, none of its disadvantages. Here are a few of the important features which every investor in suburban property should insist upon having before he is willing to go to the expense of erecting a permanent home, one which will be a thing of beauty and a joy forever:

Accessibility to transportation lines.

A guaranteed car service, and one fare to any part of the District.

Ample fire and police protection, safeguarding life and property.

Street lights, an important factor in every well regulated community.

Ample water supply, thus avoiding the windmill and air pump problems.

Well graded streets, enabling the section to present an attractive appearance to the buyers of the future, thus guaranteeing continued growth, and a consequent enhancement of real estate values.

Woodridge has every advantage mentioned above and many others

which will appeal with equal force to the man who thinks and looks before he buys

All the northeastern section of the District is now experiencing an era of unprecedented development. THIS IS PARTICULARLY TRUE OF WOODRIDGE. Many dealers have raised their prices in accordance with this unusual activity. I have EXCLUSIVE CONTROL of a number of lots, however, which I am authorized to sell at a big discount. This list comprises some of the CHOICEST lots in the entire subdivision, and I can offer these upon terms that will meet the needs of anyone in moderate circumstances.

If you are anxious to build a home and pay for it while you are receiving the benefits of the property, I can arrange to let you have the necessary funds for the construction of your residence on most acceptable terms.

If these briefly recited facts have interested you in this beautiful subdivision of WOODRIDGE, I shall be glad to have you call or drop me a postal asking for further particulars.

JOHN M. HENDERSON

REAL ESTATE INVESTMENTS

1418 F St. N. W.

Washington, D. C.